

Message Text

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ACTION EUR-12

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TO SECSTATE WASHDC 6493
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E.O. 11652: N/A
TAGS: EGEN, PL
SUBJECT: JAROSZEWICZ EXHORTS POLISH MANAGERS TO HIKE EXPORTS

1. PREMIER PIOTR JAROSZEWICZ ON FEBRUARY 7 GAVE 400 GOVERNMENT AND INDUSTRY MANAGERS SOME INDICATION OF HOW THE GOP INTENDS TO ACHIEVE ITS AMBITIOUS GOAL OF A 75 PERCENT INCREASE IN EXPORTS DURING THE CURRENT 5-YEAR PLAN. HE SAID THE SELF-REPAYMENT ("SAMOSPLATA") FINANCIAL SYSTEM WOULD CONTINUE TO BE APPLIED, WITH "SOME AMENDMENTS," AS THE MOST EFFECTIVE WAY OF ASSURING INCENTIVES TO MANAGERS TO EXPORT AND TO RATIONALIZE IMPORTS. HE ALSO SAID BANK CREDITS WOULD BE USED INCREASINGLY TO ACCOMPLISH THESE GOALS.

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2. JAROSZEWICZ EMPHASIZED MORE STRONGLY THAN IN THE PAST THE NEED TO OBTAIN THE HIGHEST POSSIBLE PRICES FOR POLISH EXPORTS, CHIEFLY THROUGH MAJOR IMPROVEMENTS IN THE QUALITY OF MANUFACTURED GOODS. THE RATIONALIZATION OF IMPORTS, PARTICULARLY OF CAPITAL GOODS, WAS AGAIN LISTED AS A PRIORITY GOP OBJECTIVE, AND THE PREMIER INDICATED THAT STRICTER SCRUTINY WOULD BE GIVEN TO THE TIMELINESS OF IMPORTS AND THE SUBSTITUTABILITY

OF DOMESTIC EQUIPMENT. JAROSZEWICZ POINTED OUT THAT THE PROGRESS OF EACH INDUSTRIAL ASSOCIATION IN MEETING FOREIGN-TRADE GOALS WOULD BE REVIEWED THROUGHOUT THE YEAR. MONTHLY RESULTS WILL BE EXAMINED, AND THE GOVERNMENT WILL NOT ALLOW FIRMS TO TRY TO CONCENTRATE EXPORTS IN END-OF-QUARTER OR YEAR-END SURGES. IMPORT ALLOCATIONS WILL BE CUT FOR THOSE ASSOCIATIONS NOT MEETING EXPORT TARGETS, HE ADDED.

3. JAROSZEWICZ DESCRIBED THE "INCREASED IMPORTANCE OF EXPORTING TO THE USSR" IN RATHER STANDARD TERMS. ALTHOUGH HE MENTIONED THE ROLE OF THE SOVIETS IN SUPPLYING EQUIPMENT AND MATERIALS, THE HEAVY PRAISE OF SOVIET CONTRIBUTIONS, WHICH WAS SO PREVALENT IN NOVEMBER AND DECEMBER (JUST AFTER GIEREK'S TRIP TO MOSCOW AND THE OPENING OF HUTA KATOWICE), WAS ABSENT. THE PRESS RELEASE ACCOMPANYING THE JAROSZEWICZ SPEECH, HOWEVER, DESCRIBED INTENSIFICATION OF COOPERATION WITH CEMA COUNTRIES, PARTICULARLY THE SOVIET UNION, AS THE "MOST IMPORTANT PRECEPT" OF THE FOREIGN-TRADE PLAN.

4. COMMENT: JAROSZEWICZ OFFERED NO NEW CLUES AS TO HOW THE GOP EXPECTS TO TURN THE POLISH ECONOMY INTO A EXPORT JUGGERNAUT. NEVERTHELESS, HE MADE IT CLEAR TO ECONOMIC MANAGERS THAT THEIR FEET WILL BE HELD TO THE FIRE TO EXACT GREATER EXPORT PERFORMANCE. THIS FORM OF "NEGATIVE INCENTIVE" WILL HELP, BUT OTHER ADJUSTMENTS, SUCH AS IN THE PROFITABILITY OF EXPORTS VERSUS DOMESTIC SALES, WILL PROBABLY BE NECESSARY TO GET CLOSER TO THE RESULTS DESIRED. END COMMENT.

DAVIES

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